

# EXHIBIT I

UNITED STATES DISTRICT COURT  
NORTHERN DISTRICT OF NEW YORK

\* \* \* \* \*

PRIDDIS MUSIC, INC., )  
Plaintiff, )  
 )  
- against- ) CA # 05-CV-0491  
 )  
TRANS WORLD ENTERTAINMENT, )  
INC., )  
Defendant. )

\* \* \* \* \*

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EXAMINATION BEFORE TRIAL OF PRIDDIS MUSIC, INC., the Plaintiff, by and through its representative, RICHARD PRIDDIS, conducted pursuant to Notice at the law offices of BOIES, SCHILLER & FLEXNER, 10 North Pearl Street, Albany, New York, on August 11, 2006, commencing at approximately 8:05 a.m. before Lynne Billington, a Shorthand Reporter and Notary Public in and for the State of New York.

A P P E A R A N C E S:

FOR THE PLAINTIFF:

MCNAMEE, LOCHNER, TITUS & WILLIAMS  
677 Broadway  
Albany, NY 12207  
By: Michael J. Hall, Esq.

FOR THE DEFENDANT:

BOIES, SCHILLER & FLEXNER  
10 North Pearl Street  
Albany, NY 12207  
By: Robert C. Tietjen, Esq.

ALSO PRESENT:

Kenneth L. Gellhaus, Esq.  
Michael Gregg

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1 that are produced and sold mainly for different regions  
2 of the country, or do you find more it's a kind of an  
3 across the board, broad-based popularity?

4 A I've tried to stay mostly with broad-based.  
5 There are songs that I could do that would be focused  
6 to certain areas of the country, but I've tried to stay  
7 broad-based.

8 Q Why is that?

9 A Why have I stayed broad-based?

10 Q Correct.

11 A Again, so that I can have good sell through  
12 so that there's some longevity to the product.

13 Q And so you can sell it anywhere and not  
14 simply in one market?

15 A Right.

16 Q Okay.

17 I'd like to talk now a little bit just about  
18 just the factual kind of history of your relationship  
19 with Trans World Entertainment. And I'll refer to  
20 Trans World Entertainment just as Trans World.

21 A Okay.

22 Q Just kind of walk me through how it was that  
23 you initially came in contact, who you dealt with, you

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1 know, just the factual underpinning of the  
2 relationship.

3 A Okay.

4 A lot of the initial contact was by one of my  
5 salespeople.

6 Q I'm sorry. Who was that?

7 A David Tomlinson.

8 And as I recall, as with any other company  
9 that we were interested in selling to -- obviously we  
10 would like to sell to all of the record store chains.  
11 And so, we would do mailings or we'd, you know, make  
12 contact at trade shows, if we could, that sort of  
13 thing. It was just a regular -- a regular campaign to  
14 let the record stores know that we were there and that  
15 we'd like to put our product in the stores, that sort  
16 of thing.

17 Trans World actually contacted us with a  
18 proposal. They --

19 Q Could I ask you: Do you recall when that  
20 was?

21 A It was, I think, around early 1999, maybe  
22 late '98, if I recall correctly.

23 Q They contacted David Tomlinson?

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1 A I don't recall who actually talked to them  
2 first. I do -- it seems to me that they made a phone  
3 call to us. Whether he took the call or I did, I don't  
4 recall. Or someone else.

5 But -- and as I recall, they had an interest  
6 in putting our product in their stores, and they seemed  
7 to have a dilemma where one of our competitors had  
8 product in their -- Sound Choice is the competitor, and  
9 were refusing to take product back that Trans World was  
10 trying to return. And so, they asked us if we would be  
11 interested in being the exclusive Karaoke product in  
12 their store in exchange for taking that product that  
13 wasn't ours.

14 Q Okay. Let's just back up one step.

15 A Sure.

16 Q Do you know how Trans World found out about  
17 Priddis Music? Was it through a mailing, or did you  
18 ever know that, or --

19 A I don't know. I just -- like I said, I just  
20 know that we regularly solicited new business.

21 Q Okay.

22 And Sound Choice was a competitor of yours?

23 A Yes.

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1           They also requested that we put in our own  
2 displays, which was an investment; so, we also felt  
3 like the fair thing to do would be to require that  
4 they, you know, at least buy enough product to cover  
5 the cost of those displays and, again, to give us some  
6 income. They were asking us to take a very large -- to  
7 make a very large investment to replace all that  
8 product, put the displays in; so, we felt like -- you  
9 know, with it being a large organization, we felt that  
10 it was probably a safe risk to take to make that  
11 investment. And also, we felt like they needed to have  
12 some sort of agreement that laid all of that out.

13           Q     And actually, the contractual relationship  
14 between Priddis and Trans World, there's actually three  
15 separate agreements, correct?

16           A     There's actually lots of agreements, but --

17           Q     Okay. We'll get to all of them.

18           A     Okay.

19           Q     And we'll go over some of the terminology for  
20 the agreements, and I'll be showing them to you --

21           A     Okay.

22           Q     -- and discuss them.

23                   But before we do that, I'd like to just

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1 establish -- so, it was in 1999 that the first  
2 contractual relationship with Trans World began?

3 A As I recall.

4 Q Okay.

5 Now, I'd just like to go over just some  
6 definitions, if we could. Looking at some of the  
7 documents, I just want to be sure that I'm familiar  
8 with things.

9 In the documents, often there's things  
10 referred to as an RA, capital R, capital A. What is  
11 that?

12 A Return authorization number.

13 Q Okay.

14 That's something supplied by Priddis Music?

15 A Yes.

16 Q Okay.

17 And what about an RAR?

18 A That's a term that Trans World used. But if  
19 I understand it correctly, it's a return authorization  
20 something. I don't know what the extra R means.

21 Q It could be request?

22 A Could be.

23 Q Okay.

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1 Q Okay. Let me ask you this: Is it your  
2 position that every time Trans World returned product,  
3 that that was a breach of the agreement?

4 A No.

5 Q Okay. So, it's something less than all of  
6 the returns. Is that correct?

7 A I don't know that I -- the way that question  
8 is asked, I'm not sure I can answer that.

9 I think all of the returns are involved in  
10 this whole issue, yes.

11 Q Can you look at this document and establish  
12 for me which one of these numbers or which one of these  
13 entries is a breach of the agreement?

14 A Again, we're on two different wave lengths  
15 here.

16 But if you want to go on the last page, and  
17 you look at the column that says, second quarter 2003,  
18 and you look at the very bottom, the Total Quantity  
19 Ordered was 42,000 and the Total Count Returned was  
20 40,000; and you go to the next column, you know, and  
21 they reordered, again, 40,000. If you look at the  
22 first quarter 2003, they had just finished returning --  
23 I mean, you could start first quarter 2003. They order



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1 30-, then they return 47-. Next one they order 42,000,  
2 they return 40-, they order 39,000. That's the picture  
3 we're trying to show you. So --

4 Q I'm asking whether you can point to me which  
5 one of these returns was a breach and which one was a  
6 legitimate return under the contract.

7 A I think we're on two different wave lengths  
8 here.

9 Q Okay.

10 A So, I'm showing you what's happening here.  
11 For you to say give me a specific date, I can't, no.

12 Q Can you tell me when the breaches began?  
13 What quarter they began? What year they began?

14 A I would say that it really started showing up  
15 in a big way the fourth quarter of 2001.

16 Q And the numbers at the bottom of those  
17 columns are --

18 A Yeah. They ordered 63,826 and returned  
19 65,452. They order the same amount as they return.  
20 And then the next quarter they order the same amount as  
21 they return.

22 Q So, before the fourth quarter of 2001, is it  
23 your position --

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1       A     So, here's the issue: If you want to know  
2 how I'm looking at this, they used the first portion  
3 here (indicating) to start building up inventory,  
4 right? They have large amounts that they purchase.  
5 They are returning amounts, but they're not huge  
6 amounts. Once they get that level of inventory, now  
7 they can start this process of ordering the same amount  
8 as they return. So, they're able to sell product, but  
9 they're able to keep everything turned around so they  
10 don't ever have to pay anything. But they first had to  
11 build up the inventory to get to a level where they  
12 could start doing this process.

13       Q     But they were paying things all along,  
14 correct? They were making payments all along?

15       A     Not very well. But they were making some  
16 payments.

17       Q     I mean, if we look at the documents, that  
18 spreadsheet that we were looking at before --

19       A     What item?

20       Q     I'm sorry. 7330, which I believe is -- I  
21 don't have the number.

22       A     It is 6?

23       Q     The payments column at the bottom,

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1 \$3,088,350. I mean, over the course of the life of the  
2 contract, you collected at least that amount, correct?  
3 That's what that number represents?

4 A Well, you're only showing a part of the  
5 picture here. The purchased amount was 6 million; so,  
6 you're saying they only paid me half.

7 Q Well, I'm talking about whether --

8 A No. They didn't make payment very well, no.

9 Q Did they make payment of over \$3 million?

10 A They did. But that's irrelevant because you  
11 have to look at how much they purchased.

12 Q Okay. But you got the product back when they  
13 returned, right?

14 A What's that?

15 Q When they returned the product, you got the  
16 product back, correct?

17 A If you're talking about actually -- actual  
18 returned product, not -- a little -- you know, phantom  
19 returns, where they said, we're thinking of returning  
20 it; so, no, I didn't get payment, nor did I get product  
21 most of the time because they said, we're not paying  
22 you and we're thinking of returning this product and  
23 we're just going to keep it for a while until we decide

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1 to send it back. And then sometimes they would not  
2 send it back and go, oh, well, we were just kidding.  
3 Then they'd put it back on the check.

4 Q So, then you were paid for that product,  
5 correct?

6 A Some months down the road.

7 Q But you were paid for that product that they  
8 didn't return?

9 A Sometimes.

10 Q Okay.

11 And sometimes they returned product?

12 A Sometimes, yes.

13 Q Okay.

14 Let's look at -- so, going back to the fourth  
15 quarter of 2001, you indicated that that -- your  
16 allegation, that's when the --

17 A Are we back on Exhibit 12?

18 Q Yeah. I'm sorry. Exhibit 12.

19 So, is it your position that that's when the  
20 breaches started, in the fourth quarter of 2001?

21 A That's when we actually --

22 MR. HALL: I'm going to object to the  
23 form.

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1           You can answer that.

2           THE WITNESS: That's when we actually  
3 started really seeing the pattern that was happening.  
4 As I said, it was building up to that point. They had  
5 to build up inventory before they could actually start  
6 the program.

7           Q     (By Mr. Tietjen) So, anything before the  
8 fourth quarter of 2001, Trans World was not in breach  
9 of the contract?

10           MR. HALL: Objection. His testimony is  
11 it was a cycle.

12           Q     (By Mr. Tietjen) You can answer.

13           A     Are we speaking specifically about this  
14 order/return cycle, or just overall?

15           Q     Well, when you say "order/return cycle," I  
16 mean, that's your allegation of the breach, correct?

17           A     Of one of the breaches, yeah.

18           Q     Okay.

19                 So, for that breach, I'm just trying to find  
20 out, figure out when Trans World breached, according to  
21 that theory.

22           A     Well, I think if they knew what they were  
23 doing and were building up inventory, then they

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1 breached it right from the start. But we didn't  
2 discover it until we started seeing this in fourth  
3 quarter 2001. That's when we could really start seeing  
4 it.

5 But I think they had it planned out from the  
6 start. So, if they had it planned out from the start,  
7 then I'd say it was a breach from the beginning.

8 Q Even though their actions weren't a breach of  
9 the contract?

10 A Yeah. I answered the question.

11 Q Well, I'd like to know when their actions  
12 breached the contract, aside from what you might think  
13 that their intentions were.

14 A Yeah. I would say that that -- at that time,  
15 that's about when I would say that it was indicated  
16 that they were in breach, yes --

17 Q Okay.

18 Let's take a look at --

19 A -- on that particular item, the order/return  
20 cycle.

21 Q Okay. Let's take a look at Defense Exhibit  
22 13. And this is, again, somewhat ministerial. I'm  
23 just trying to figure out what the spreadsheets mean.

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1 Q Okay.

2 Did you review the Complaint before it was  
3 filed?

4 A I believe I did, yes.

5 Q Did you agree with everything that was in it?

6 A I believe I did.

7 Q Okay.

8 Let's take a look at paragraph 11 of the  
9 Complaint, please. And paragraph 11 indicates that "On  
10 or about May 25th, 1999, Priddis and Trans World  
11 entered into a written agreement regarding Priddis'  
12 buyout of Sound Choice's product from Trans World,  
13 hereinafter referred to the buy-out agreement."

14 Does that paragraph 11 refer to what we have  
15 marked as Exhibit 16?

16 A Well, the dates are the same.

17 Depends on whether there's another agreement,  
18 you know, by that date, but ...

19 Q Do you know of another agreement by that  
20 date?

21 A I'd have to look at the agreements. I didn't  
22 bring my folder with me.

23

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1 (Mr. Gellhaus and Mr. Gregg enter the room.)

2

3 MR. TIETJEN: Off the record.

4

5 (Discussion off the record.)

6

7 Q (By Mr. Tietjen) Mr. Priddis, all I'm trying  
8 to do is -- what I'm trying to do is establish that the  
9 document marked as Exhibit 16 is the document that's  
10 before referred to as the buyout agreement.

11 A It appears to be.

12 Q Okay.

13 And what I'd like to do now is just kind of  
14 walk through some of the terminology and, you know, get  
15 that on the record.

16 If you look at the -- before we go, you  
17 drafted this agreement. Is that correct?

18 A Yes.

19 Q Okay.

20 And you drafted it on behalf of Priddis  
21 Music?

22 A Yes.

23 Q The second paragraph down from the start



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1 says -- the second sentence says, "A regular program,  
2 carry only our 50 best selling CDs and cassettes in  
3 stock initially with a mix of 60 percent and 40 percent  
4 CDs. As we add new releases, we will notify you and  
5 you may want to add them to your inventory. Other  
6 titles may be special order by your customers."

7           Could you just explain to me that language  
8 and what it signifies?

9           A     Well, I'm saying that I think they ought to  
10 sell our -- carry our best sellers. As we get new  
11 releases, I suggest they add it. I mean, I think it  
12 says what it says.

13          Q     Okay.

14                Let's look at the next paragraph. "We will  
15 trade your on hand Sound Choice stock straight across  
16 for our product piece by piece with our 50 best selling  
17 titles."

18                Was the trade out restricted to those 50  
19 titles, or was that just a suggestion?

20          A     That was a suggestion. What they actually  
21 ordered may have been different. We had to -- you  
22 know, we had to get a purchase order from them.

23          Q     Right. Okay.

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1 And then the next paragraph, the short  
2 paragraph, "The trade out product, Priddis CDs and  
3 cassettes, may not be returned for cash credit.  
4 However, they may be exchanged for other Priddis  
5 titles."

6 Can you just explain that to me?

7 A We were not able to accept the Sound  
8 Choice -- the competitor's product and, in return, give  
9 cash credit, meaning that if Trans World owed us some  
10 money, they couldn't use the Sound Choice returns  
11 against the money that they owed us.

12 Q So, in other words, Trans World will give you  
13 a Sound Choice CD and you would give a Priddis CD?

14 A Right.

15 Q The next paragraph, it says, "In addition to  
16 the trade out, we will ship you a total of 1,000 units  
17 payable on regular net 60 or 60-day EOM terms."

18 Could you just explain to me what the net 60  
19 or 60 OEM terms means?

20 A Actually EOM.

21 Q I'm sorry.

22 A It means end of month.

23 So, that was an option for them. They could

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1 Q -- it says, "\$99,265.63, an excessive credit  
2 taken for the return of Sound Choice product under the  
3 buyout agreement." Do you see where that is?

4 A Yes.

5 Q I'm trying to reconcile -- well, I'm trying  
6 to figure out how that number was calculated.

7 A I don't know. Probably be a good question  
8 for Lanie.

9 Q Okay. So, Lanie, to your knowledge, is the  
10 person involved in the computation of damages?

11 A She may be able to answer your question.

12 Q Okay. Okay. You can put that aside.

13 MR. TIETJEN: I'm going to mark as --

14 THE WITNESS: May I go back to --

15 MR. HALL: No.

16 THE WITNESS: No. Okay.

17 MR. TIETJEN: -- Defense Exhibit 19, it  
18 is a copy of a document which is Bates numbered TWEC  
19 000247, and it purports to be a point of sale display  
20 agreement.

21  
22 (Defendant's Exhibit Number 19 was marked for  
23 identification.)

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1 (Discussion off the record.)

2

3 Q (By Mr. Tietjen) Okay. Have you had a chance  
4 to review the document?

5 A Yeah. I've seen this.

6 Q Okay.

7 A Go ahead.

8 Q What is this document?

9 A This was something that I wrote up that --  
10 because they were asking us to make a large investment  
11 in displays for their stores. I wanted to guarantee  
12 that they would be used well and that we would be able  
13 to recoup our costs.

14 Q Okay. You drafted this document --

15 A Yes.

16 Q -- on behalf of Priddis Music?

17 A Yes.

18 Q And that's your signature at the bottom?

19 A Yes.

20 Q And you signed on behalf of Priddis Music?

21 A Yes.

22 Q If you look at paragraph 18 of the  
23 Complaint -- you can keep that out, as well.

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1 Is this, in fact, the document referenced in  
2 paragraph 18?

3 A Yes. I believe it is.

4 Q Okay. Just want to talk a little bit about  
5 some of the terms.

6 Is this type of agreement something that is  
7 unique to Trans World, or is this something that you  
8 entered into with other parties? Obviously not this  
9 specific document, but a point of sale agreement.

10 A Just depends. If it was a larger account  
11 like this, I might enter into an agreement because  
12 they're asking for a big investment..

13 Q So, this was not necessarily unique to Trans  
14 World?

15 A This particular agreement was, but the idea,  
16 probably not.

17 Q Okay.

18 Do you supply display racks for other  
19 customers?

20 A Yeah. With certain stipulations.

21 Q Okay.

22 Is it standard for Priddis to supply display  
23 racks for retail stores?

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1 A Not on a large scale, but occasionally we  
2 will.

3 Q Could you describe what you claim to be Trans  
4 World's breaches of this agreement?

5 A Well, one of the things that they did was to  
6 put other people's product on our displays.

7 Q Okay.

8 A So, that was a breach.

9 Q What's your basis of knowledge for that  
10 allegation?

11 A Visiting some local stores.

12 Q Which stores were they?

13 A There was one in Utah we visited. When we  
14 would travel, we would visit their stores.

15 Q When you say "we," who does that include?

16 A "We" being, you know, myself and salespeople  
17 going to trade shows, that sort of thing.

18 Q And you personally witnessed other product on  
19 your displays?

20 A Yes.

21 Q And did you bring this to Trans World's  
22 attention?

23 A Yes.

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1 Q What was their response?

2 A They didn't really do anything about it.

3 Q Okay.

4 Did you claim at that point that this was a  
5 breach of the agreement?

6 A Did I tell them it was a breach?

7 Q Yes.

8 A I believe I did.

9 Q Okay. Are you aware of any documents that  
10 memorialize that?

11 A Probably would be e-mails.

12 Q Those e-mails would have been produced in  
13 this action?

14 A Yes.

15 Q Okay.

16 Are there other ways that Trans World  
17 breached this agreement?

18 A Well, part of the agreement was that they  
19 would buy enough product to cover the cost of the  
20 displays.

21 Q Can you show me in the agreement where it  
22 says that?

23 A Number 3, "Buyer agrees to continue its best

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1 efforts in purchasing and selling vendor product until  
2 enough product has been purchased to fill all  
3 displays."

4 Q It says "to fill all," not to cover the cost,  
5 correct?

6 A Well, we figure if you fill it, it covers the  
7 cost.

8 Q The document itself says to fill the  
9 displays?

10 A Yes.

11 Q Is there anywhere else in the agreement that  
12 you can point to?

13 A For what?

14 Q For the proposition that one of the terms was  
15 that they would buy enough product to cover the cost of  
16 the displays.

17 A I'll retract that and say that they would  
18 purchase enough to fill the displays.

19 Q Okay. And is it your position that Trans  
20 World did not do so?

21 A Well, the position is that they really didn't  
22 purchase enough product to fill the displays after all  
23 the returns and non-payment, and there wasn't enough



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1 purchased to fill all the displays.

2 Q Is there anywhere in this document that you  
3 can point to that says that returns do not count as  
4 purchases?

5 A Well, I think it's understood business  
6 practice if you return something, it's no longer  
7 purchased.

8 Q Let's take a look at -- let's see. This is  
9 one of the big spreadsheets, 13. Could you find that?

10 A Yeah. Go ahead.

11 Q Okay.

12 If you look at the top in any one of the  
13 columns, there's two columns, Purchased and Returned.

14 A Uh-huh.

15 Q Okay.

16 How did you mean the word "purchased" in  
17 these spreadsheets?

18 A Better term would have been ordered.

19 Q But that's not the term that you used?

20 A No. It's not.

21 Q At the time you entered into the point of  
22 sale display agreement, which is Exhibit 19, was it  
23 ever discussed with anyone at Trans World that

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1 purchases would not include product that was returned?

2 A Well, I think, as I said, it's clearly  
3 understood that a returned product is not purchased  
4 product. We happened to use the wrong term on this  
5 spreadsheet. I don't think it changes the meaning of  
6 what purchased item is.

7 Q You said "clearly understood," but my  
8 question was, was it ever discussed with anyone at  
9 Trans World?

10 A That -- the meaning of the word "purchased"?

11 Q That a purchased item would not include an  
12 item that was subsequently returned.

13 A I never discussed it in that way, no.

14 Q And after it became clear that Trans World  
15 was returning items that it had purchased, did you ever  
16 bring it to their attention that that action was in  
17 breach of the point of sale agreement?

18 A I would say yes. I believe we did.

19 Q And where did you do that?

20 A Would have been through phone calls, through  
21 e-mail.

22 Q Phone calls with who?

23 A With the buyer.

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1 What did you understand that to mean?

2 A That we were to send an invoice to the home  
3 office for each order.

4 Q Okay.

5 Is that invoice, is that what -- throughout  
6 your complaint, is that proof of purchase -- I'm sorry,  
7 proof of delivery?

8 A I don't understand what you mean by that.

9 Q Okay. We'll come back to that.

10 Continuing down, it says "Return Policy," and  
11 then there's an X. Do you see that?

12 A Yes.

13 Q Okay.

14 And it says, "100 percent returnables, no  
15 exceptions," open paren, "regular orders," close paren.  
16 Then "50 percent returnables" scratched out.

17 Do you see that?

18 A Yes.

19 Q Did you fill that out?

20 A Yes.

21 Q What was your understanding of that term when  
22 you filled it out?

23 A They were able to return 100 percent of the

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1 product --

2 Q Okay.

3 A -- on regular orders, which meant other than  
4 swap deals or special deals.

5 Q In other words, not the buyout?

6 A Right.

7 Q Under that there's another X that says,  
8 "Other, explain," and then written in is, "Competitor  
9 trade out items exchangeable only."

10 A Yes.

11 Q That's going back to the original, the buyout  
12 agreement. That was what you agreed with Trans World,  
13 correct?

14 A Right.

15 Q If we go down, next it says, "Anticipated  
16 purchases, buyer use." Do you see where it says that,  
17 \$100,000 annual?

18 MR. HALL: There's a hole punched  
19 through it.

20 MR. TIETJEN: I apologize.

21 Q (By Mr. Tietjen) Do you recall that term?

22 A No.

23 Q Did you write in \$100,000?

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1 it more of competitors' product than Priddis product?

2 A Didn't appear to be, no.

3 Q Put that aside.

4 MR. TIETJEN: Going to mark as Defense  
5 Exhibit 22 a document with Bates number TWEC 000173.

6

7 (Defendant's Exhibit Number 22 was marked for  
8 identification.)

9

10 THE WITNESS: Go ahead.

11 Q (By Mr. Tietjen) Okay.

12 Mr. Priddis, have you seen this document  
13 before?

14 A Yes.

15 Q What is this document?

16 A This is something that I never quite  
17 understood, either. Each year, some random time, Trans  
18 World would demand a new program letter.

19 Let's see. It says, "This letter is to recap  
20 our program for this current year." And they would  
21 demand this before they would make a payment to us.  
22 The odd thing is that this is for the year 2003, and  
23 I'm signing it in July of 2003, end of July.

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1           So, they would send this to me by e-mail, and  
2 they had it all filled out for me, and they would  
3 demand that I sign it before they would send us a  
4 payment.

5           Q     Is that your signature at the bottom?

6           A     It is.

7           Q     And you signed on behalf of Priddis Music?

8           A     I did.

9           Q     If we look at the terms, it says, "Prepaid  
10 freight direct to DCs," and there's a Y there. Does  
11 that Y indicate yes --

12          A     Yes.

13          Q     -- that you agreed with that term?

14          A     Yes.

15          Q     Explain that term to me, please. Is that  
16 different than something you had agreed to in the past?

17          A     That one is -- I believe it was the same,  
18 prepaid freight. Yeah, we'd agreed to that.

19          Q     Okay.

20                 And going down, the next one is Co-op  
21 Slotting Fee, and there's nothing there, correct?

22          A     Correct.

23          Q     Is that a term that you would have ever

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1 discussed or agreed to?

2 A No.

3 Q Going down to 100 percent returnable for  
4 credit, and there's a Y.

5 A Yes.

6 Q Does that indicate yes --

7 A Yes.

8 Q -- that you agreed to that term?

9 A Yes.

10 Q Okay.

11 And that was the same as the 1999 vendor  
12 agreement, that term?

13 A Yes.

14 Q And then there's a star, handwritten star,  
15 and it says, "Other: 16 percent rack placement fee  
16 based on net sales, total sales after returns are  
17 deducted."

18 Could you explain that to me, please?

19 A They -- Trans World some time along the way,  
20 I don't know if it was 2001 or so, 2000, 2001, sent us  
21 a letter and said that we're now requiring 15 percent  
22 of all sales to be deducted as a rack placement fee,  
23 and they said that if you don't agree to this, then,

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1 you know, we'll go to your competitors to get their  
2 product and carry it instead. So, we were basically  
3 forced to agree to this rack placement fee, they called  
4 it. I think it says to -- says we're going to take  
5 some extra money.

6 Q But you agreed to it?

7 A Had to, yeah.

8 Q Okay. You can put that aside.

9 Turn to the Complaint, which is -- let's go  
10 to the Complaint, paragraph 30.

11 A Okay.

12 Q All right?

13 It says, "Beginning at approximately mid-2000  
14 and continuing through 2003, Trans World used various  
15 schemes described below to extend its payment terms,  
16 withhold payments from Priddis and manipulate its books  
17 to make it appear as though Priddis owed it money  
18 rather than vice versa."

19 Is it your position that -- let me ask you  
20 this: In the spreadsheets that we looked at before,  
21 earlier, earlier today, the spreadsheets that were  
22 produced in your response to interrogatory responses,  
23 would they support this paragraph?



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1 Q And the sentence reads, "Your company treats  
2 returns in place of cash as on-time payment. There  
3 seems to be no budging on that policy. So, after much  
4 discussion, we have agreed to allow the 2 percent  
5 discount on returns as well, if the returns, return  
6 requests are received by us on time according to the  
7 payment terms."

8 You see where it says that?

9 A Yes.

10 Q Does that refresh your recollection as to  
11 whether Priddis ever agreed to allow a 2 percent  
12 discount on returns?

13 A This was under -- this was under duress. It  
14 was -- you know, these guys were -- at the beginning of  
15 the paragraph it says, "We've struggled with the way  
16 the finances seem to be manipulated. We've been  
17 concerned by the 2 percent discount taken on payments."

18 I'm complaining about it, and I've wrestled  
19 with them, but it seems to be the only way that we'll  
20 get payment.

21 Q So, you did agree to it?

22 A So, finally I agreed under certain  
23 circumstances. And that one is that returns and return

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1 requests are received by us on time. But that still  
2 didn't happen.

3 Q Okay.

4 But with that qualification, you agreed to  
5 allow a 2 percent discount on returns?

6 A Yes.

7 Q And after this, and this is November 30th,  
8 2001, you continued under the contract? You continued  
9 to ship product --

10 A I continued to ship product to them, yes, off  
11 and on.

12 Q And you continued to accept payment from  
13 Trans World?

14 A If they would send it.

15 Q And when they did send it, you accepted it?

16 A Yes.

17 Q If you look at Page 64 of the Complaint --  
18 I'm sorry, Page 11, paragraph 64.

19 A Okay.

20 Q Okay?

21 That seems to reference a payment in the  
22 document we were just looking at.

23 A Yes.

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1 Q Okay. And I think you had pointed that out.

2 Do you see on Exhibit 23 -- I assume it says  
3 approximately 86,000, so I'm assuming that the number  
4 is the 85,997?

5 A Yes.

6 Q And it says at the bottom of paragraph 64 --

7 A Uh-huh.

8 Q -- "Nonetheless, TWC," Trans World, "still  
9 took the 2 percent discount on the 86,000 anticipated  
10 return."

11 Do you see where it says that?

12 A Yes.

13 Q And I'm looking back at Exhibit 23, and in  
14 the discount column it has zero.

15 A Well, it's possible that -- that it's one of  
16 these other coded things here.

17 You'd have to ask Lanie how that worked, but  
18 it's possible that it's included in one of these others  
19 instead of being in the discount column.

20 Q I'm sorry. I don't understand. You're  
21 saying the discount might be included?

22 A It might be entered as one of these other  
23 items, these charge back or credit memos.

# **EXHIBIT J**



**PRIDDIS MUSIC, INC.**

To: Russ Kellar/Sara Gleason- Trans World Entertainment

This letter is to recap our program with TWEC for 2003:

Product Description: KARAOKE CD & DVD

Payment Terms: 2% 60 Days

Prepaid Freight direct to DCs: Y

Co-Op/Slotting Fee: \_\_\_\_\_

Volume Rebate Tier: \_\_\_\_\_

100% Returnable for credit: Y

EDI Compliant: Y

\* Other: 16% Rack Placement Fee, based on NET sales (total sales after returns are deducted)

Signed \_\_\_\_\_

*RICHARD PRIDDIS. - PRES.*

*7/29/03*

This letter is to be used in conjunction with the vendor agreement forms previously signed for by Priddis. Any amendments to the program must be mutually agreed upon by both parties.

P.O. Box 345 Pleasant Grove, UT 84062-0345 | Phone: (800) 326-3062 | Fax: (801) 785-6705 | Email: [sing@priddis.com](mailto:sing@priddis.com) | Web: [www.priddis.com](http://www.priddis.com)

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TWEC000242

# **EXHIBIT K**

FILED  
3RD DISTRICT COURT

04 JUN 25 AM 10:56

SALT LAKE DEPARTMENT

BY  
DEPUTY CLERK

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Counsel for Plaintiff

**IN THE THIRD JUDICIAL DISTRICT COURT  
SALT LAKE COUNTY, STATE OF UTAH**

450 So. State Street Salt Lake City, Utah 84111

PRIDDIS MUSIC, INC.,  
Plaintiff,

v.

TRANS WORLD ENTERTAINMENT, INC.,  
Defendants.

COMPLAINT

Case No:

Judge:

Plaintiff, Priddis Music, Inc. ("Priddis"), for cause of action against Defendant, Trans World Entertainment Corporation ("TransWorld") and alleges and states as follows:

**JURISDICTION AND VENUE**

1. Priddis is a Utah Corporation, in good standing, with its principal place of business at Lindon, Utah County, State of Utah.
2. Priddis manufactures and markets karaoke music products.

3. TWEC is a New York Corporation, in good standing, with its principal place of business at 38 Corporate Circle, Albany, NY 12203.

4. TWEC operates retail music and entertainment stores throughout the United States, doing business under the name of "FYE – For Your Entertainment."

5. Three TWEC stores are located in the State of Utah, one of which is identified as "FYE #1232" located at South Towne Center, 10450 S. State St. #1248, Sandy, UT 84070-3123.

6. The court has jurisdiction pursuant to U.C.A. §78-3-4.

#### GENERAL ALLEGATIONS

7. Beginning in 1999 TWEC requested that Priddis manufacture and supply certain materials and supplies for all TWEC stores.

8. The agreement was negotiated and a contract of sale resulted.

9. Transfer of title was upon acceptance.

10. Performance under the agreement commenced in 1999.

11. Shipments made during 1999 were to meet TWEC's initial stocking requirements under the contract. Consequently, Priddis books reflect relatively small receipts for the 1999 calendar year.

12. During 1999-2000 Priddis filled and shipped all TWEC orders and TWEC made timely payments therefor.

13. Commencing at about the beginning of 2001 the TWEC relationship and conduct changed. That change was such that by the end of 2004 Priddis determined that it must conduct extensive audits to determine the amount and nature of its losses and damages.



14. From analysis after audit Priddis believes and therefore alleges that TWEC's conduct not only reflects lack of good faith but that such conduct was also willful and malicious, consistent with a TWEC pattern of dealing and conversion.

15. Acting upon that belief, Priddis cancelled the contract near the end of 2004, declining to make further shipments.

16. That audit of for the years 2001-2003 reflects the following:

Financial Audit Summary of Accounts:

Orders Filled 1999-2004	\$	6,192,198.76
Payments Made 1999-2004	\$	(2,867,261.74)
On-Time Payment Discounts	\$	(55,273.51)
Advertising Credits	\$	(514,412.97)
Distribution Center Fees	\$	(6,993.75)
<hr/>		
<b>BALANCE DUE</b>	<b>\$</b>	<b>2,748,256.79</b>

17. Demand has been made but nothing has been received.

**PRAYER FOR RELIEF**

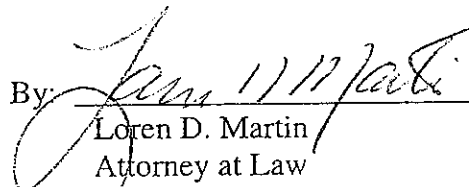
WHEREFORE, Priddis prays that this court enter judgment as follows:

- A. Judgment for violation of contract for Priddis of an amount that will put Priddis in as good a position as Priddis would have been in had there been no breach;
- B. Judgment for Priddis in the amount of \$2,748,256.79, for the price of goods sold and accepted but not paid;
- C. An award of damages for conversion, willful and malicious conduct as the court may determine;

- D. Judgment for Priddis sufficient to pay its attorney fees and costs plus such additional amounts as may be required in pursuit of collection of judgment;
- E. Prejudgment and post-judgment interest as provided by law; and
- F. Enter its order that JUDGMENT SHALL BE AUGMENTED IN THE AMOUNT OF REASONABLE COSTS AND ATTORNEYS FEES EXPENDED IN COLLECTING SAID JUDGMENT BY EXECUTION OR OTHERWISE AS ESTABLISHED BY AFFIDAVIT; and
- G. Such additional and further relief as the court deems just.

DATED: June 25, 2004

Martin & Nelson, PC  
Counsel for Plaintiff

By:   
Loren D. Martin  
Attorney at Law